



Navy International Programs Office (NIPO) Overview

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Why International Programs?



Military

- Support regional COCOM
- Enhance interoperability
- Promote military-to-military contacts
- Provide a force multiplier

Political

- Strengthen alliances
- Promote regional security & stability

Economic

- Share development costs
- Economies of scale
- Maintain industrial base
- Sustain jobs
- Sustain production lines

What We Do

Navy IPO Develops and Implements DoN International Policy and Manages International Efforts in Research, Development and Acquisition for DoN IAW SECNAV Instruction 5430.103 of 23 Dec 92.

Security Assistance

- Foreign Military Sales
- Excess Defense Article (EDA) Transfers
- International Training
- Presidential Drawdowns
- Direct Commercial Sales

Technology Security

- Disclosure Policy/Oversight (TTSARBs)
- Export Licensing

Cooperative Programs

- International Agreements (MOUs)
- Foreign Comparative Testing (FCT)
- Data and Personnel Exchange (DEAs/ESEP)

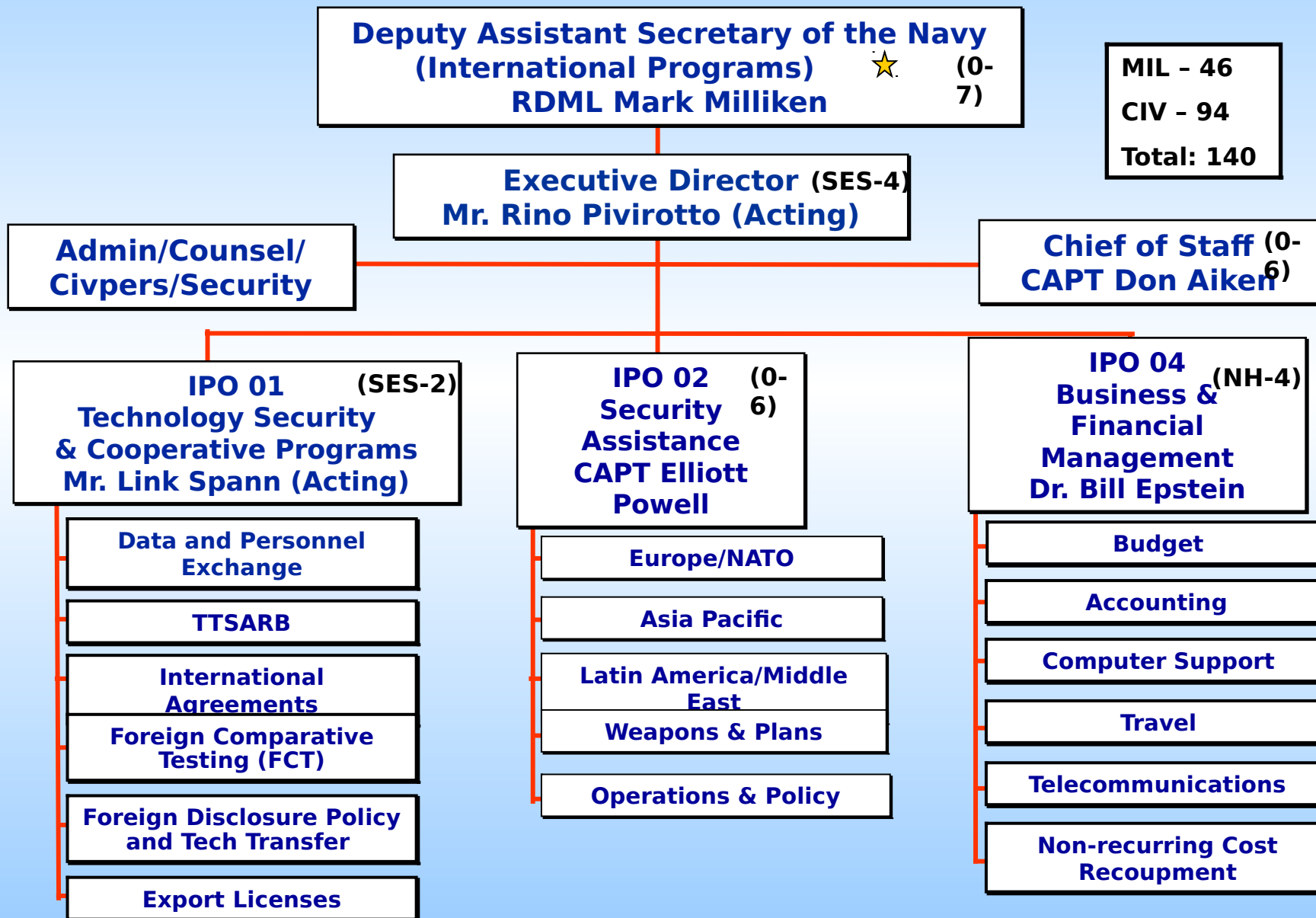
Customer

**DoN
Foreign Countries**

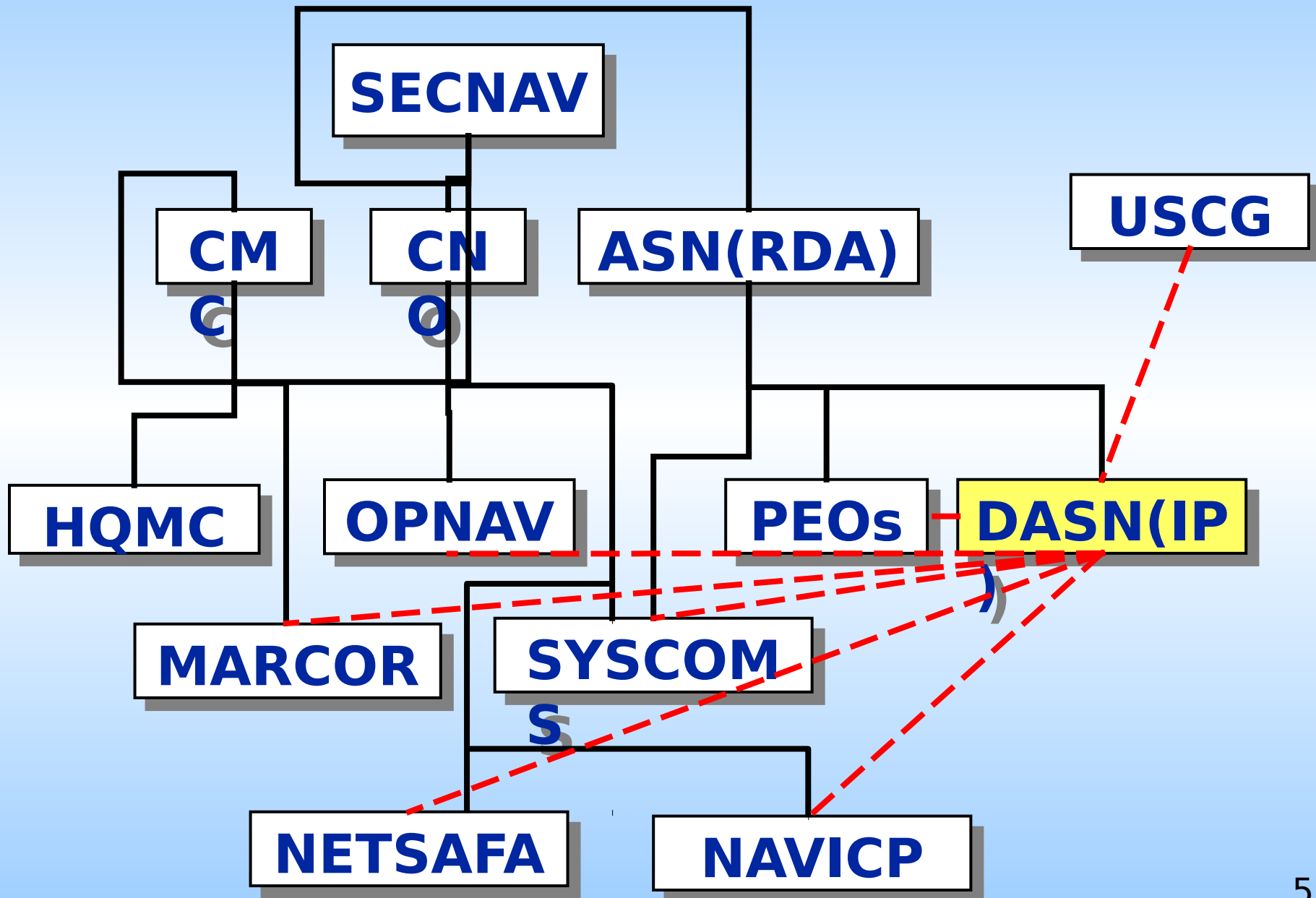
Stakeholders

**COCOMs
OSD
Secretariat
OPNAV
State Dept.
Industry
PEOs/SYSCOMs
Commerce Dept.**

Who We Are

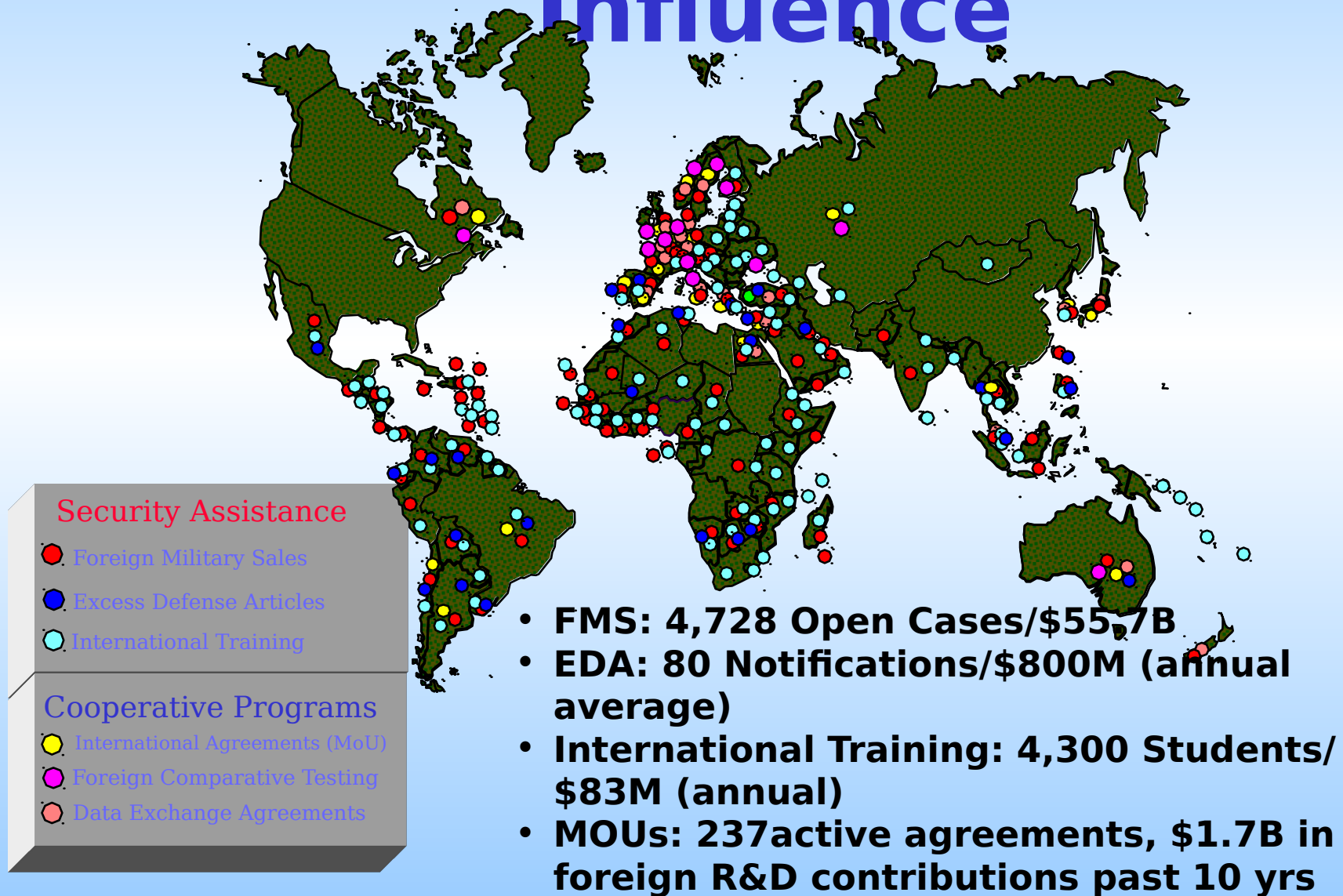


Where We Fit



International Programs

Major Range of Influence



Technology Transfer

TTSARB Process

INITIATION

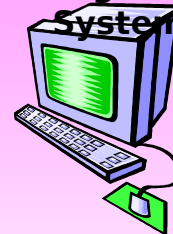
- **N** Country Request
- PM Request
- Industry Request (after coordination with PM)
- etc.

DRAFTING

Navy IPO

Draft TTSARB and Summary

TTSARB Management System



SIPRNET

COORDINATION

- DASNs
- PEO/DRPMs/ SYSCOMs
- OPNAV
- CMC(PP&O) if MC issue

Navy IPO

Recommends Decision

- N7 } Cho
- N3/N5 } p

SECNAV

with input by CNO or CMC if Marine Corps issue

(thus far, an appeal has not been necessary in the normal process)

- VCNO (or ACMC if Marine Corps issue)
- ASN(RDA)

(Decision is effective if Co-chairmen agree)

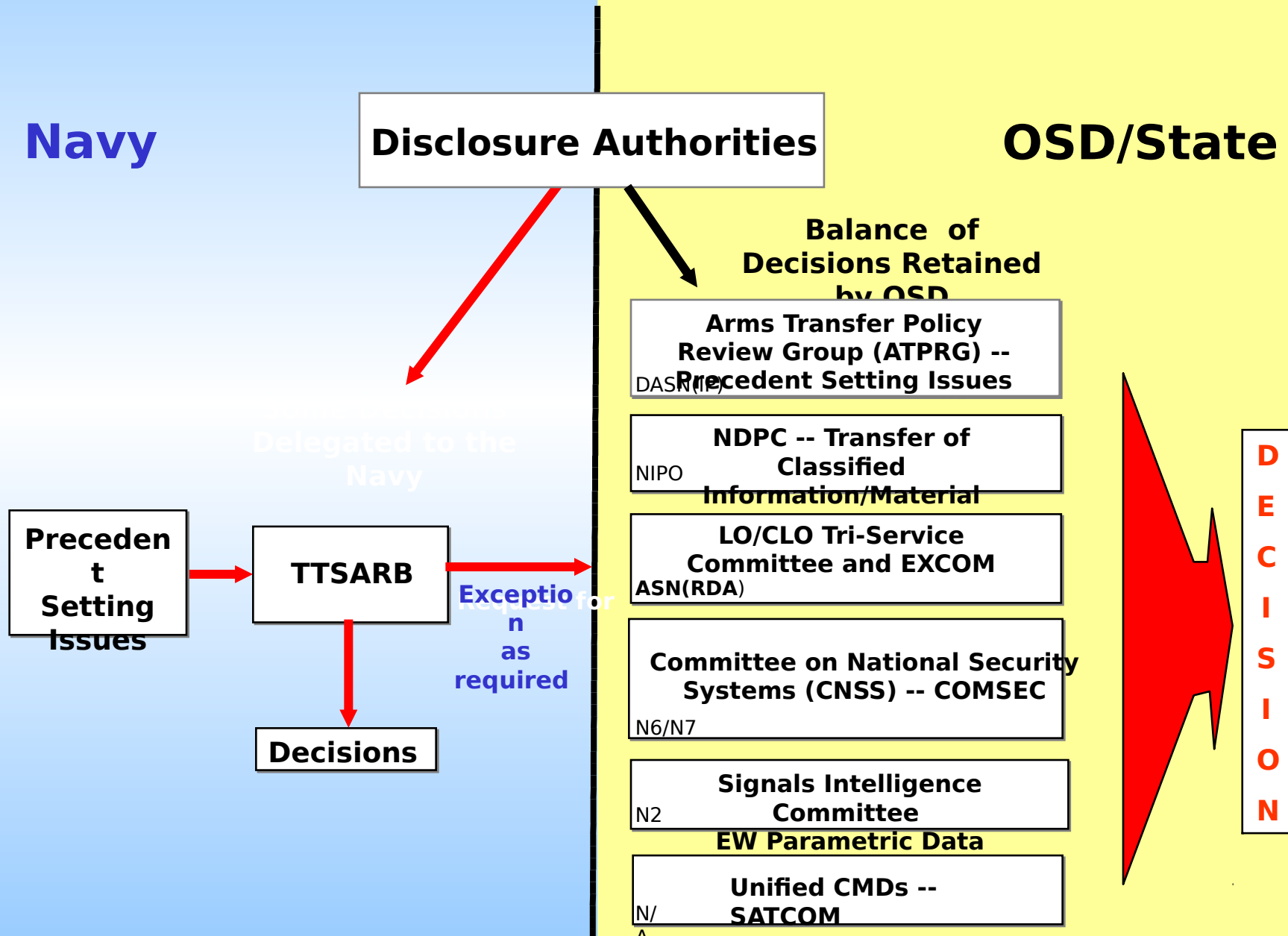
APPEAL

if necessary

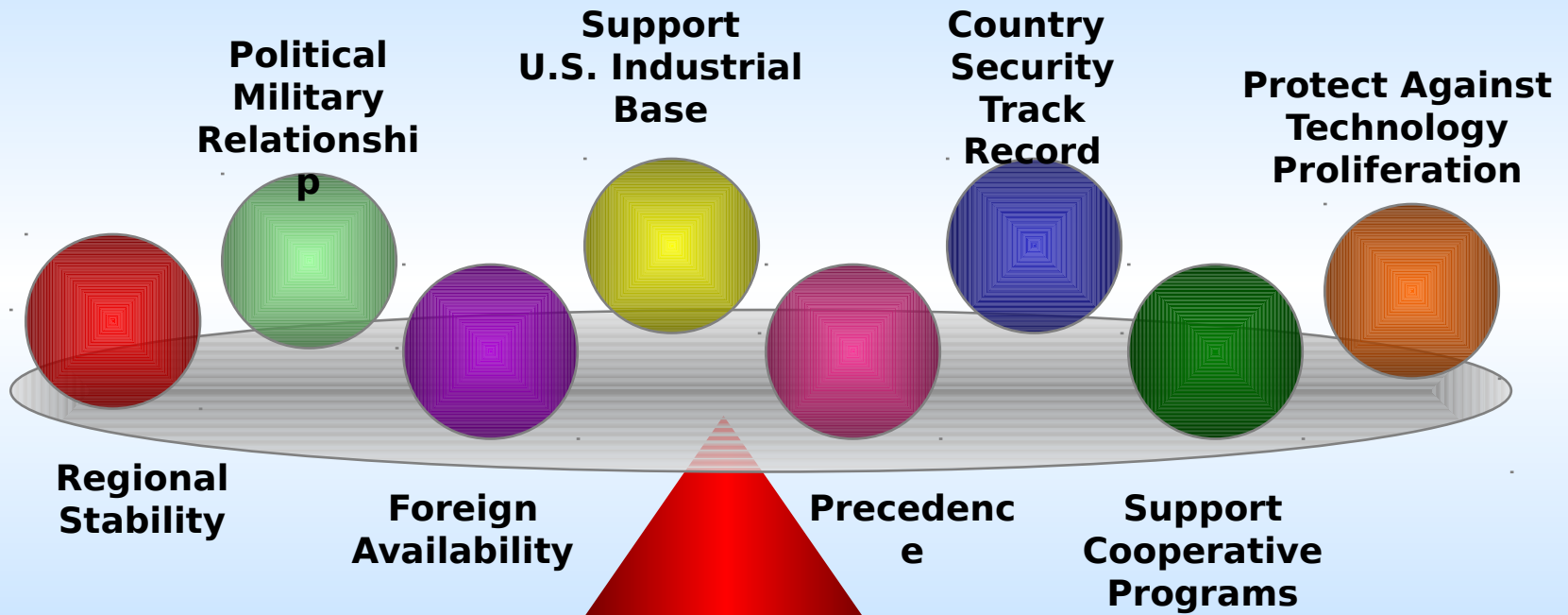
DECISION

RECOMMENDATION

Disclosure Policy Process

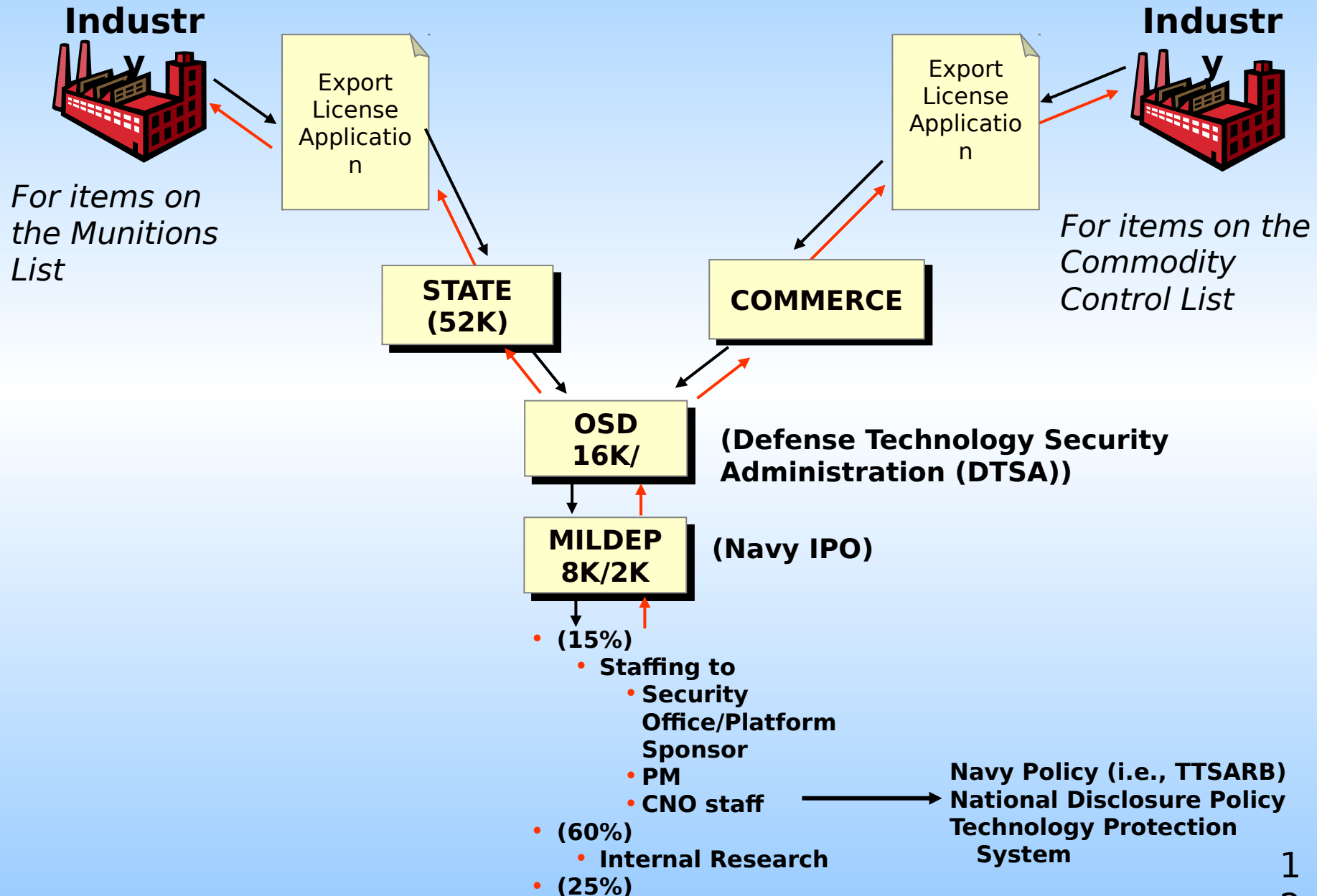


Disclosure Considerations



Export License Reviews

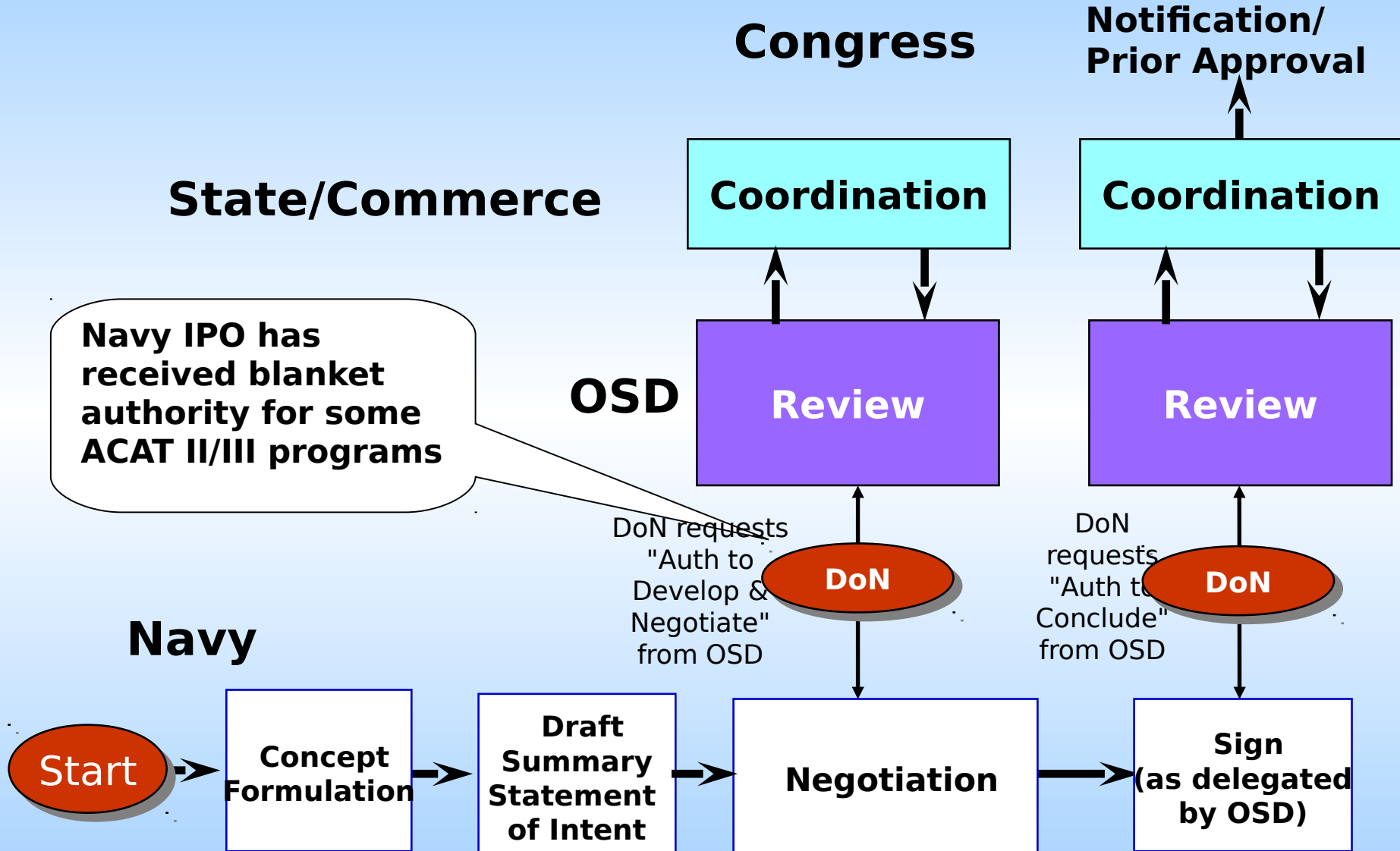
Export License Review Process



Cooperative Programs

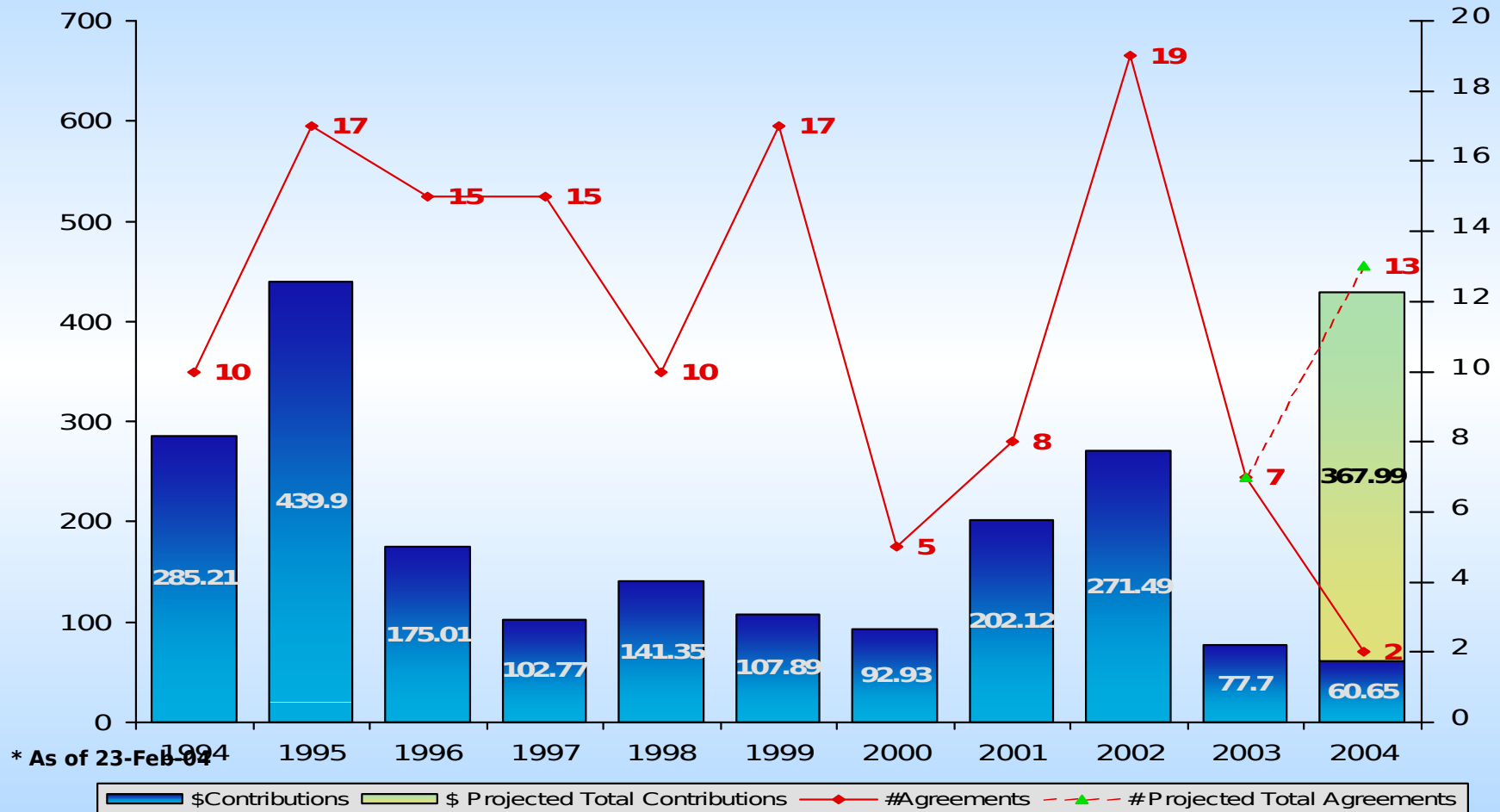
- **Agreements and Memoranda of Understanding**
- **Data Exchange Annexes**
- **Engineer and Scientist Exchanges**

MOU Process



DoN Collaborative Effort Trends

Cooperative R&D Programs/MOU Foreign Contributions (Cost Savings)



Total Foreign Contributions Calendar Year(s) 1994 - 2004: \$5400.72 Million

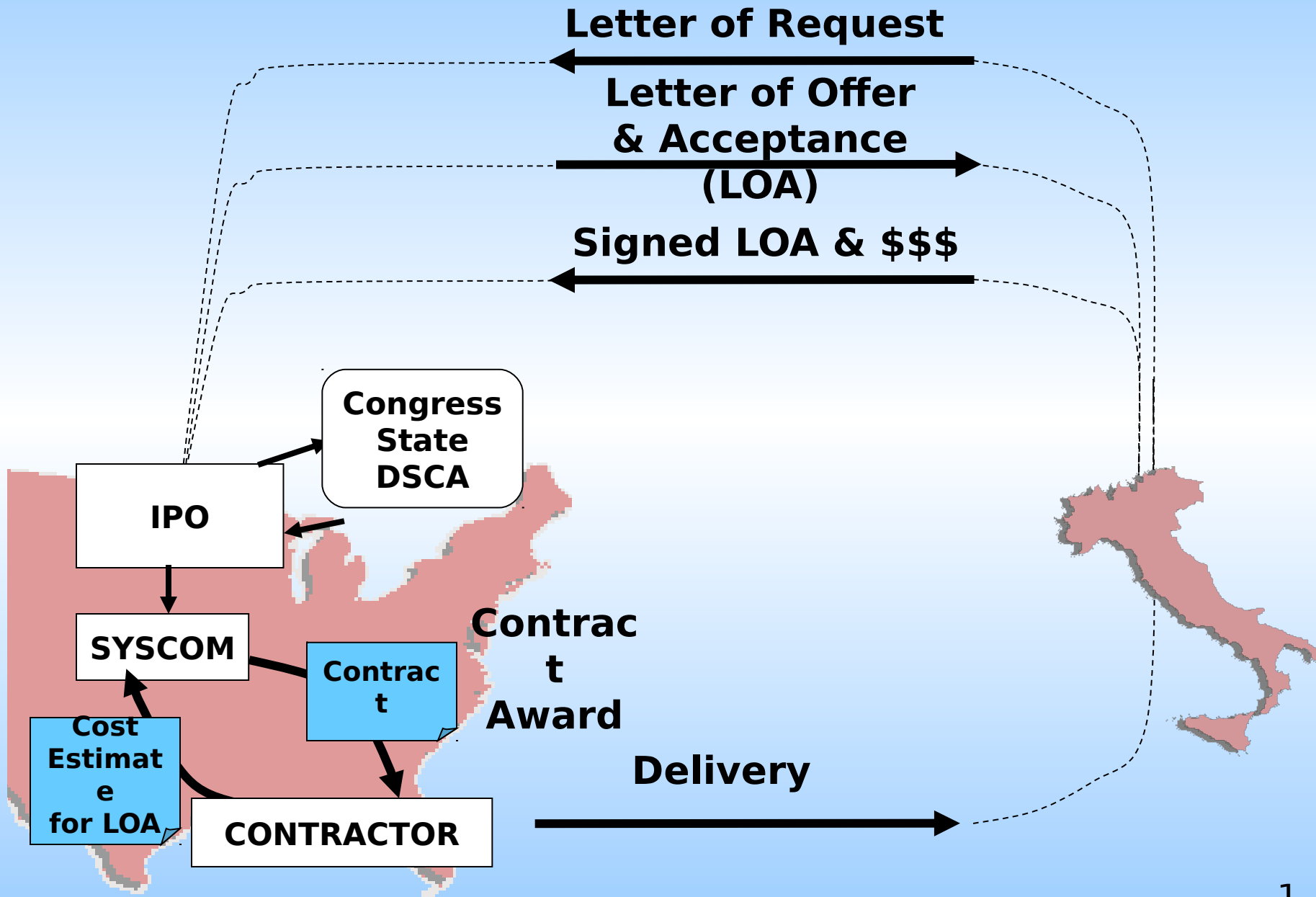
*1994 - Multifunction Information Distribution System - EMD Phase (\$202 M)

*1995 - Joint Advanced Strike Technology (JAST) MOU/PA (\$200 M). NATO Evolved Sea Sparrow Missile (ESSM) EMD Phase (\$142.1M)

As of 23 February 2004

Security Assistance

FMS Process



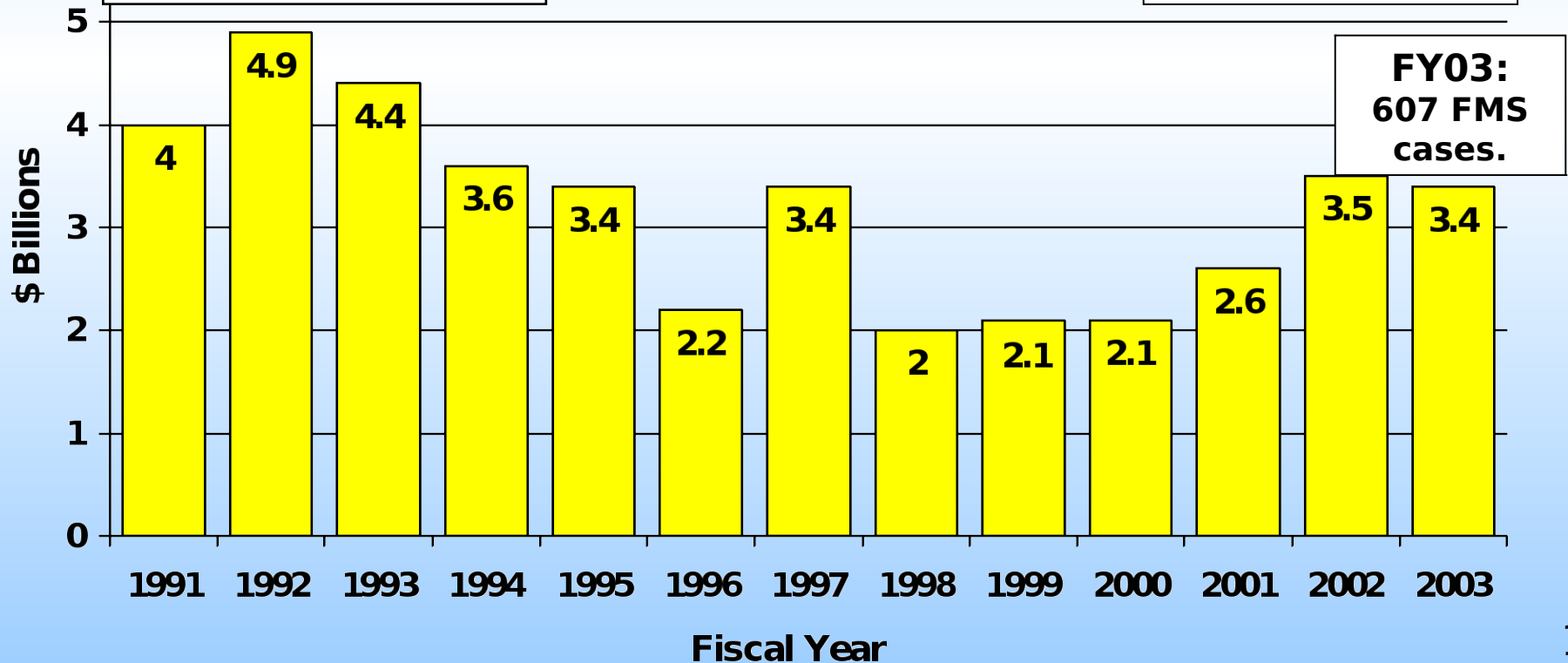
DoN FMS Sales Worldwide

Top Selling DoN Systems (Through Sep 02 -Sales in \$ billions)

F/A-18 Aircraft	\$8.7
Harpoon Missile	3.8
AEGIS	2.6
E-2C Aircraft	1.7
Standard Missile	1.1
AH-1 Helicopter	1.1
Sidewinder Missile	1.1
Torpedoes (all)	1.0
P-3 Aircraft	0.9

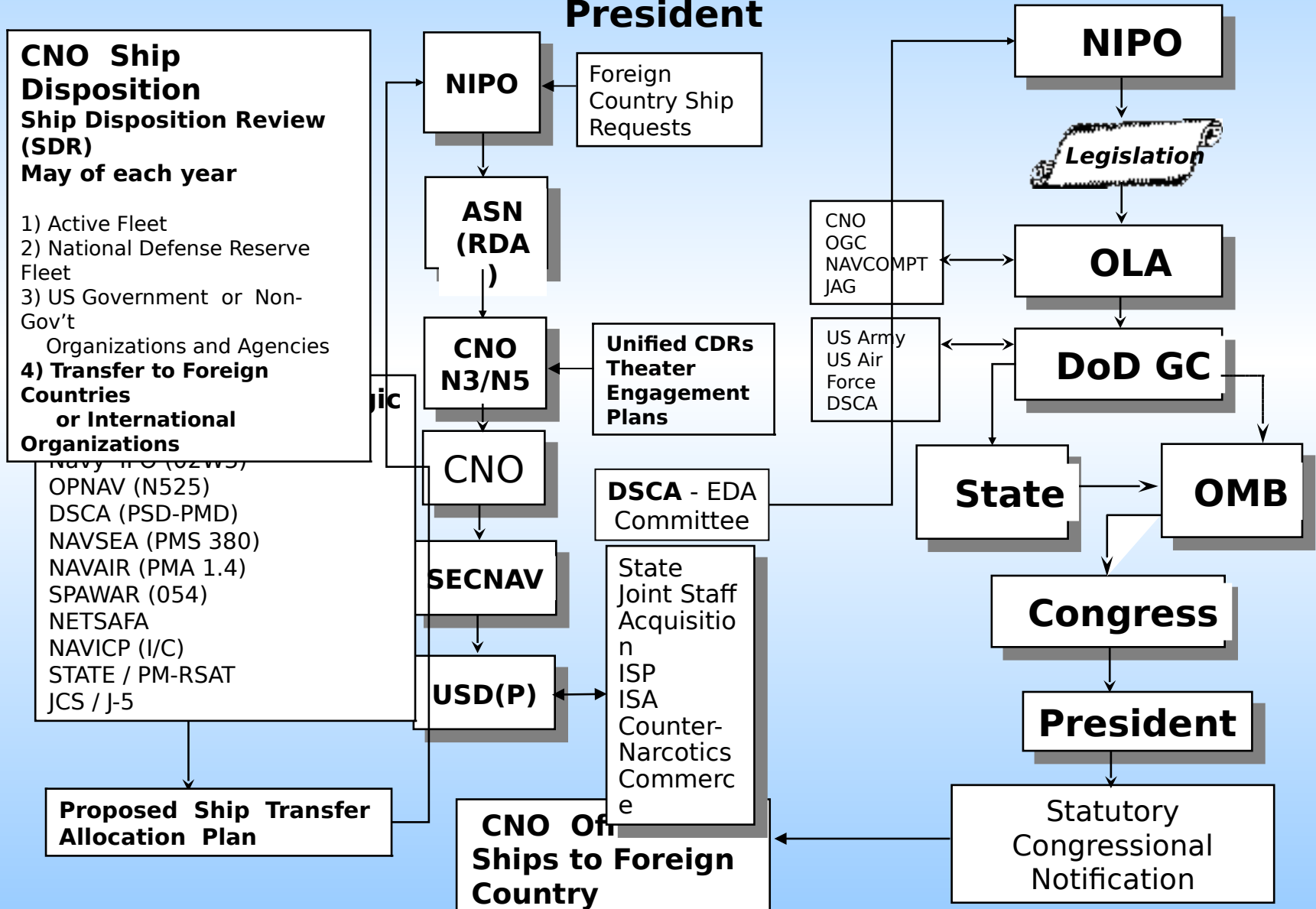
Top DON Customers (FY1998-2002 sales in \$ billions)

Japan	\$2.07
Korea	1.77
Taiwan	1.69
Egypt	1.35
United Kingdom	0.98
Australia	0.79
Spain	0.55
Turkey	0.45
France	0.40
Canada	0.38



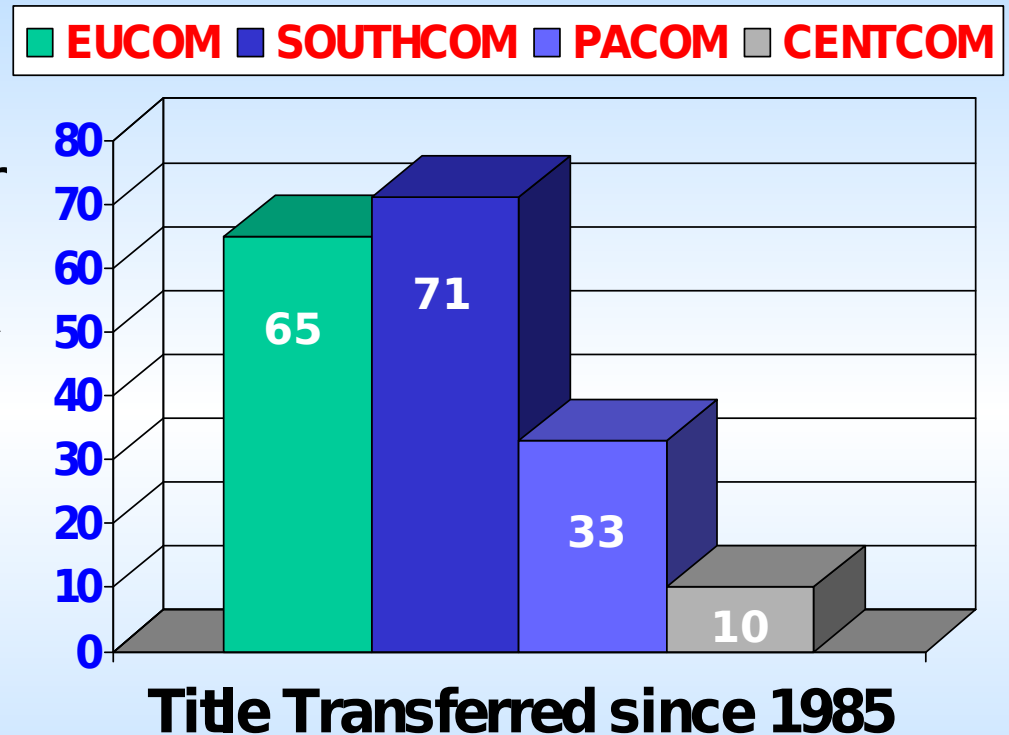
Ship Transfer Process

Time Line: 1.5 years from SDR until Legislation signed by President



Ship Transfers

- Congressional Notification is required to transfer a ship. (AECA Sec 21, or AECA Sec 62, or FAA Sec 516, or AECA 36b)
- Legislation is required for transfer of ships over 3000 tons or less than 20 years old
- Formal DoD via USD (P) & DoN via CNO approval required



- Provides a mechanism to CNO for regional engagement

Conclusion

- **DoN seeking new engagements to:**
 - **Promote Regional Stability**
 - **Advance the Global War on Terrorism**
 - **Reduce Weapon/Platform acquisition Costs**